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BIO for Gray Blankenship

After Graduating from Lynchburg College with a Bachelor of Science Degree in Health, Movement, Science and Recreation (Physical Education Previously Certified Teacher in State Of Virginia), Gray has enjoyed 10 successful years in Information Technology Sales, Network Design, Project Management, and Customer Satisfaction. He has prospered from an entry level role of Business Development to that of Chief Operations Officer, managing the company's many clients needs, engineers, day to day operations and one yearly maintenance support contract. He has overseen 50 network deployments as well as worked with the major manufactures in the IT field on product research and installations. Gray also is a seasoned spare part researcher and capturer. He has been an integral part of developing the SOP for ICS's in and out of hardware warranty support, which can be expedited in a quick mission critical fashion. He has worked directly with Microsoft as a program manager on a Software Case Study, which is published at www.microsoft.com. Gray is co-author on the offer ICS has made to GSA for IT Schedule 70 contract. He has proven to be an effective business leader with the ability to prospect, manage and close business in a professional manner. The majority of the projects that Gray has handled come in on budget and on time, with a high degree of customer satisfaction. His knowledge of the industry coupled with a strong background in learning and adaptability has made him a key part of the ICS staff.